

Allen,
W.F.
1922

W.F. ALLEN'S Box of Berries

1922

W.F. ALLEN'S HOME
Picking Strawberries

Premier

Why?

Why do we send you this catalog? Because we believe in the Strawberry business, we believe there are greater profits than in any other line of farming, and we strongly believe that Allen's plants will help you greatly in realizing these profits.

On pages 4, 5 and 6, we tell why we think there will continue to be profits in strawberry growing.

On pages 7, 8 and 9, we give some pointers about growing nice berries.

And on pages 10 and 11 we tell why we believe our plants are the ones you should buy.

We do not claim to be the only ones who can grow good plants, but we do claim that our plants are unsurpassed in quality—strength, vitality, and root system.

And what is just as important we know by over 35 years experience just how to dig, handle and pack them to reach you in ideal planting condition. Not only do we know how, but we have the personnel to do these things as they should be done.

Mr. Edwin W. Kemper, of Cincinnati says, "Your remittance of eight cents in postage stamps, being the unused amount that I sent you with my order recently, was received yesterday. In receipt of your letter of Feb. 17th last in which you state that your plants would be labeled, handled, and packed by one of your company which was composed of W. F. Allen and his three sons. On reading this, my wife immediately stated that she would like to do business with you, for if a man could keep his sons in business with him, they were certainly all right and would treat their customers properly. That hardly a better recommendation could be had, than that of a man in business with his sons."

Isn't that true? Doesn't the fact that all our plants are packed by Mr. W. F. Allen's sons, who are members of the firm and directly interested in satisfying our customers and building a bigger business, doesn't that make a pretty good insurance that you will get good, fresh plants, true-to-name and properly packed.

During shipping season the father and three sons are on the job from early to late and we are determined to send such plants and give such service as to hold our old customers as friends and to steadily gain new ones.

Testimonials

As proof that we are doing what we have just claimed, read the testimonials thru this catalog. They were not asked for, but all inspired by the kind of goods and treatment they got. We have many others which we have not room to print.

Won't YOU try our plants this year? If you have been buying elsewhere, give us at least a part of your order. We like to have our plants compared with others.

Fine Condition

Knox County, Maine, May 10, 1921

I received plants in fine condition. Thank you for promptness.
William R. Tiffany

Doing Fine in New Hampshire

Hillsborough County, N. H., Aug. 26, 1921

I thought I would write and let you know that the strawberry plants I got from you are doing fine and I have picked quite a few berries off of them and am real pleased with them.

Mrs. F. Herbert Brown

Straight for Seventeen Years

Lancaster Co., Pa., May 2, 1921

Strawberry plants arrived in fine condition. I want to say that in the 17 or 18 years I have bought from you, I have never received a misnamed bunch of berries. I have recommended your company to quite a number of friends and neighbors and so far as I know every one who has bought from you is pleased by your honest and fair business methods.

Wishing you strength to survive the farmers slump and always come up smiling.

George Weaver

Instructions to Purchasers

ORDER AT ONCE. As soon as convenient after receiving this catalog. Late in the season we may be sold out of some varieties, but if ordered early the plants are reserved for you, to be shipped at proper time for planting. This is especially important this year when high prices for berries have made such a big demand for plants. Reports we have from growers all over the country indicate that the crop is very short. To be doubly sure of getting just what you want when you want it, **ORDER EARLY.** Read "Important," page 22.

REMIT by Money Order, Registered Letter, or Bank Draft. Postage Stamps will be accepted for the fractional parts of a dollar, the larger denominations preferred. Foreign customers will please send Money Order on Salisbury, Maryland, or Bank Draft payable in New York.

WRITE PLAINLY. Fill in all blanks on the order sheet, as they are necessary for proper shipment, especially your name and address. When writing in reference to an order, give its number and give your name the same as was sent on the order.

TIME OF SHIPMENT. We commence to fill fall orders November 1st, and ship all winter to sections where the conditions are suitable for fall and winter planting, as in California and some parts of the South. Early spring, March and April, is by far the best time to set strawberry plants in the middle and northern States. Our shipping season ends May 1st. We will, however, fill a limited number of orders in the first and second week of May and put them in the best possible condition, but at purchaser's risk. It is very important to have your plants shipped early. Read on page 7 under "Time to Plant." The reason your plants should be shipped early in the season is that plants are dormant and will stand digging and shipping much better than after the growth has started. Don't order plants from us during the summer months, expecting orders to be filled before the first of November. Our plants are not ready and we can't do it. We don't grow potted plants.

NORTHERN GROWERS. It is important for best results to set your plants early. We can dig and ship plants almost any time during the winter and spring months, while many Northern Nurseries cannot dig until after your best planting season.

Have plants shipped early, as directed on page 8, before they are too far advanced. Heel them in, in some protected place, giving a light covering of straw, and they will be right at hand to plant, just when you want them, when conditions are right for planting.

Or, if to be kept only a day or two before planting, loosen up the lid, and put the crate without unpacking, into some cool protected place, and the plants will keep in excellent condition.

ON RECEIPT OF PLANTS. Where the climate is not so severe, place the package containing the plants in a cool place, protected from wind and sun, at once on arrival. Be sure to keep the roots moistened while planting. If it is impossible to set the plants as soon as received, take them out of the crates, and bed them in by digging a V-shaped trench in soft, moist soil, preferably in the shade; open the bunches of plants and bed them in the trench by pressing the soil firmly to the roots, being careful not to cover the buds or crowns. Water thoroughly as soon as bedded.

TWENTY-FIVE. All plants are tied twenty-five in a bundle and each bundle labeled.

PACKING. We make no charges for boxing or packing at rates quoted in this catalog. Everything is delivered f. o. b. trains at rates named.

AT PURCHASER'S RISK. All plants ordered shipped after May 1st will be packed and shipped in the best condition possible, but at purchaser's risk.

TRUE TO NAME. While we use every precaution to have all plants true to name (and we believe we come as near doing this as anyone in the business) we will not be responsible for any sum greater than the cost of the stock, should any prove otherwise than as represented.

Claims, if any, must be made on receipt of goods. We cannot become responsible for stock that is allowed to lie around your station, or express office, for neglect of purchaser or his employees to care for stock after it has been received, or for misfortune caused by drought, floods, insects, etc. These things are entirely beyond our control.

DEC 8 1939



Klondyke, A Great Shipping Berry.

It Pays to Grow Strawberries

They have paid well every year for several years without a single exception and they are the only crop we know of that has done this. Even last year (1921) the year of depression, strawberries paid well. There is every indication that they will continue to pay well for several more years. We will cite below some of the reasons why we think this will be so and also why we think the Home Strawberry Garden will pay big dividends in health as well as in money.

No Crop More Sure to Yield A Profit

1. **Earliest Fruit.** Strawberries are the first fruit of the year. They would be in the demand for this reason even if they were not the most delicious of fruits. For both local market men and shippers there is an opportunity to cash in on this desire for some of the first fresh fruits.

2. **Usual Markets.** The regular strawberry demand (hotels, restaurants, grocery trade, home canning, preserving, etc.) will be great this year. This demand is always strong, but will be augmented by the shortage in the peach and apple crop last year (1921). Fruit has been considered a luxury, but is being more widely recognized all the time as a necessity—a promoter of health. Get started with some good plants of good varieties and help supply this demand.

3. **CHEAPER SUGAR.** We predicted last year that cheaper sugar and somewhat lower priced fruit would increase the demand of the "juice men" and others who can or preserve strawberries commercially. We were wrong in this because these men had stocked up in spring of 1920 with sugar at 20c per lb. and over, berries 25c per qt. and up, and extra high labor costs. Now the public would not take all these berries at the prices that were charged for the finished product. So they had a lot of "carry over" stock and did very little buying in 1921. Many of these products will not carry over more than two years, so the manufacturers mostly, like the farmers, are taking their losses, lowering

Received Alright

Wyandotte County, Kansas, April 23, 1921

I received the strawberry plants all right this time. They came through in fine shape. Many thanks.

Mrs. C. R. Webster

prices on the strawberry products, and clearing out their stock. They will be ready next spring to try again, with lower labor, lower sugar, and berries at market price.

The point for us is that even without this extra demand, prices held up last year so that everyone who had a crop of berries made money. With this extra demand in the future berry prices should certainly stay at profitable levels.

4. Prohibition and Fruit Juices. Prohibition has created a big demand for fruit juices for soda fountain and other purposes, the strawberry flavor being a great favorite. With juice men getting lower sugar, lower labor and plenty of berries at market price, and with prohibition being gradually enforced, this demand for juice should continue and increase.

5. The Local Market Demand is the sure thing of the strawberry business. Commercial growers near towns and small cities who have their own local demand are especially fortunate. They have an almost unlimited market for what berries they can grow. They are usually independent of transportation companies, and are not quickly affected by gluts in the big city markets. May they prosper, and if supplying them good plants will help any, we'll do our part.

6. The "Juice Man" and Gluts. Fancy fruit rarely gluts a market. Any commission man or dealer will tell you that. "Juice men" can make good use of small, sandy, or over ripe fruit. They are thoroughly washed and used at once and small ones are as good as large ones except for the extra labor. We sold about 25,000 quarts for this purpose last year and they were barreled "cold pack" right on the place, so our information is straight. The small, overripe, sandy fruit is what gluts a market. The demand for fancy fruit is immense—and at good prices.

7. Labor is more plentiful and cheaper than for several years in many sections. We should take advantage of this fact where good men are available at reasonable rates. Grow more berries and increase your income.

Little Money Is Needed to Start a berry patch. Besides the plants, a dibble or trowel for planting, and a hoe and cultivator for working, are all the equipment needed.

A Family Business. The small farmer with a large family is in a position to grow lots of berries now. He can utilize the labor of his family at comparatively easy work and at a business which will pay well. The work is healthy, the pay is good, and the children can work in the open air and with their parents.

The Boys and Girls can be Kept on the Farm by getting them interested. A patch of strawberries, say $\frac{1}{4}$ to 1 acre will afford them pleasant, easy, intelligent work and at this time, will yield profit enough to keep them interested in the farm, a chance that doesn't often happen, as most farm work is less remunerative than other lines of endeavor.

Real Estate Values are increased by growing intensive crops like strawberries. So much can be done on a small piece of ground, that often rich, high priced land in and near cities and large towns, can be profitably planted to strawberries.

Quick Returns. We know of no other fruit crop that brings returns so quickly. A full crop in about 13 or 14 months. No other fruit can match strawberry growing in this respect.

Second Crop. A second and sometimes a third crop of berries almost equal to the first crop can be had at very little additional expense.

Made an Excellent Stand

Dauphin County, Pa., Feb. 10 1921

Enclosed find \$15.50 for strawberry plants listed on order sheet. The plants I got last year grew very nicely and made a most excellent stand. I will want my plants some time during the week of April 10-15.

Thanking you for good plants sent in the past, I am

R. D. Reider.

Excell in Quality and Packing

Dauphin County, Pa., April 4, 1921

When I read the testimonials about your strawberry plants I thought they were made real strong, but I must say I divided my order with another firm and found your plants far exceeds in quality and also in packing for shipment. They cannot be recommended too highly. The reason I write this letter I feel it is due you men and it would not be right for me not to say so.

Wishing you the best success in the future, I am,

A. C. Hocker

Home Strawberry Gardens

The very reasons we have outlined above, indicating high prices for strawberries, make it important to have a strawberry bed in every home garden.

Nearly Everybody Likes Strawberries. The best strawberries are those that are grown in your own garden and picked fresh from the vines as you use them. They are delicious, and the joy of having nice fresh berries for your own table fully repays for the small effort required to plant and grow them. By using the ever-bearer, Progressive, the berry season can be extended thru the summer and early fall, until freezing weather.

Your Grocery Bill will be greatly lessened by having your own strawberry garden. Not only do you save the cost of the berries you usually buy, but you have more delicious fruit than you ever buy, especially at the high prices which are bound to prevail for berries the next year or two. You also save the cost of other things you don't want, or need, now that you have plenty of strawberries.

Preserved Strawberries are the most delicious of all the sweet foods we eat in winter. When you have them to buy at 20 cents or 30 cents per quart, you are not likely to preserve as many as you need. Have your own strawberry garden and there will be plenty for daily use on the table and for preserving also.

With cheaper sugar you will be anxious to use more of these healthy, delicious berries and to "do up" more for winter use.

Extra Money. At the high prices which are sure to prevail a little extra money can be had very easily from the home strawberry garden. 500 to 1,000 plants will produce sufficient berries for a large family and leave a good many to sell. There will be a market for them. If you have room for them in your garden try a good big plot. It will pay.

O. K. In Every Respect

Westchester County, N. Y., April 17, 1921

Plants arrived in splendid condition. They are O. K. in every respect and I am much pleased.

F. G. McCollum

Full Value For Their Money

Fayette County, Ohio, March 28, 1921

We have about 3-4 acre of your plants set in spring of 1920, which we believe cannot be equaled in the country, and while we had quotations this spring lower than yours, we preferred giving you our order as we were sure you give us full value for our money.

Malloy Brothers

Always Well Pleased

Cannon County, Tenn., Jan. 25, 1921

Have been ordering from you for past 12 years and always well pleased.

Mrs. Annie W. Macon



A Truckload of Plants Ready for Shipment.



Picking Big Joe, One of the Best.

Cultural Directions

Strawberries will thrive in any type of soil that is not dry sand or water-logged clay. They will often give good crops in soils that have been given poor preparation. But, like other crops, they respond quickly to good cultivation.

One of the first essentials in producing a good crop of berries is plenty of moisture. Springy land that is well drained is therefore the best type of soil. But on other types water can be conserved by cultivation or by mulching, or in most cases there may be enough natural rainfall at fruiting time. Any good garden soil will produce good crops of strawberries.

Preparing the Land. Potatoes, tomatoes, beans, cabbage, and other truck crops usually leave the ground in excellent condition for strawberries. This is because they are kept well cultivated for a good part of the season and are usually well manured and fertilized.

In all cases, sod land should be avoided for strawberries, as the white grubs winter over in such land and cut off young plants when set the following spring. If you have no other land available, plow the land during the fall and many of the grubs will be killed out during the winter.

We believe the best preparation for strawberries under our conditions is as follows: Whatever the preceding crop, plow the land in fall or winter, spread broadcast with stable manure (8-15 tons per acre). Disc this in. In the spring plow the land again if it has become hard. If it is still in good condition for planting run the rows (a three furrowed list leveled off by raking or dragging will put it in nice condition for planting). If in some cover crop like clover, rye, etc., we would apply the manure whenever available and plow under as early in the spring as possible.

We strongly urge the use of the cover crop wherever possible.

Time to Plant—Important. In the extreme South stock plants, free from nematode and rust, should be planted in February, March, or early April. In the middle States, March and April are the best planting months. In the North—April. Plant in early spring, just as soon as you can get your ground in condition. This gives plants as long a growing season as possible, and the plants are set and growing before hot, dry weather comes on. Be sure to have your plants on hand when you are ready for them. Have your plants shipped early and heel them in in some protected place and cover with straw until you can plant.

Surpass Any Plants He Ever Had

Broome County, N. Y., April 18, 1921

The strawberry plants came to hand today, the 18, and I can say they surpass any plants I ever had. I have had plants from other nurseries and ought to be in a position to know a good thing when I see it. I can truthfully say that I am well pleased. Here's to yours for success and future orders.

Chas. J. Vallen

We cannot emphasize too strongly the importance of planting early. In this section the last two weeks in March are the ideal planting days. We cannot get our entire plantings out during those two weeks, but the ones we do get out then always start quicker, grow better and make better beds than those planted later unless conditions are very favorable.

Early Planting will pay big. We know this because with our large plantings we cannot get them all set at the ideal time. Often an advantage of ten days to two weeks in time of planting will more than offset the benefits of a good dressing of fertilizer on later plantings. This is not theory. It has happened in our experience a number of times. It was true this year. When a plant grower in the latitude of New York or Massachusetts can dig plants, berry growers in those sections should be setting their plants. This is a big advantage we can give growers in those latitudes. We can dig and ship plants earlier and have them right at hand for early planting.

Early spring is the logical, natural, most successful and satisfactory time to set strawberry plants. So don't neglect setting some plants this Spring, thinking you can make it up by early Fall planting. It can't be done.

Setting the Plants. Just before planting, the ground should be harrowed and made as level as possible. Then mark out the rows and you are ready to plant. There are a number of different methods of planting, but an ordinary garden or trowel or a flat dibble are the best tools to use. Whatever tool is used try to have the roots of the plant spread out fan-shaped, and be sure to have the crown at the surface of the ground—not below nor above.

In some sections where large acreages are planted, a small three furrowed list or row is run up with a plow and then leveled off with a rake or drag. This gives a nice soft planting bed, but unless the ground is quite moist the rows should be run up two or three days before planting to allow the moisture to rise, and then rake off just before planting. Plowing, harrowing thoroughly, and marking off rows is the best for small fields and gardens. It is best for larger fields unless the grower is familiar with other methods that have worked well under his conditions.

Methods of Training. The matted row, hill, and hedge row systems are most commonly used. We advise the hill and hedge row methods only for those who have used them and found them satisfactory or for those who know of others nearby who have used those methods successfully. They require more time, trouble, and expense. It is claimed for them that they make a larger yield of fine berries.

We prefer the matted row for both garden and for field culture. The extra foliage protects the fruit from scalding, makes them less sandy after a rain, and with us the yield of large, well-shaped berries is usually greater than with any other system. It is not so important to keep the row narrow, especially if the ground contains plenty of moisture. Varieties with large plants like Big Joe, Ekey, Chesapeake, Wm. Belt, Early Jersey Giant, Paul Jones, etc., rarely get either too wide or too thick. Very vigorous growing varieties that have small plants as, Senator Dunlap, McAlpin, Warfield, etc., on rich ground will set too thickly for fruiting purposes if not kept thinned.

Probably 90% of all the strawberries grown in this country are grown in matted rows. Under average conditions we would not want to use any other system.

Cultivation. Young plants should be cultivated frequently after they begin to grow. This is done not only to keep down weeds and grass, but also, to save more moisture. After heavy rains the soil will become hard and "bake," causing it to dry out quickly and be very cloddy when cultivated, unless the cultivation is done while soil is still damp. So it is best to cultivate as soon after a rain as condition of the soil will permit.

To Bermuda in Excellent Condition

Bermuda, Dec. 2, 1920

Acknowledging receipt of the 28th inst. notifying us that you are making shipment of our strawberry plants on that date. These plants arrived in Bermuda in excellent condition, and on the same boat as your letter. We anticipate great results from them and must compliment you on the care that you take to have your plants give satisfaction.

The E. Worrall Outerbridge Co.



Good Plants, Correctly Labeled, Well Packed

In seasons of severe drought constant cultivation keeps a "dust blanket" over the soil and prevents evaporation. So, even if no weeds or grass have started, it is advisable to cultivate frequently.

A hoe and 12-tooth cultivator are the best tools to use. In general, the patch should be cultivated every ten days, or two weeks anyway. Skillful use of the cultivator will make necessary much less hand-labor.

Young plants, set out in early spring, will blossom freely at the regular blossoming season, and if not cut off, will set and bear quite a few berries. But it is best to cut these blossoms off so that the plants can make a more vigorous growth and be in better shape to bear a full crop of fine fruit the following spring.

Manure and Fertilizer. Thorough cultivation is the best treatment for a strawberry patch. Barnyard manure is the best fertilizer you can apply to the field. Applied broadcast before the plants are set (see Preparing the Land, page 7) is the best way to get them started early and make a good growth. Manure can be applied, as a top dressing on the plants, best in the fall. If handled in this way it acts as a mulch during the winter and is very beneficial to the fruiting beds in the spring.

If manure is not used, a high grade commercial fertilizer can be used to start the young plants off. Apply this broadcast before the plants are set or as a top dressing afterward. Never put it in a furrow under the plants unless in very moist ground. If stable manure is not used, a top dressing of fertilizer in the early spring will be very beneficial to the fruiting beds. For young plants just set or for fruiting beds any fertilizer containing 2-5% available ammonia and 5-10% available phosphoric acid should be satisfactory. We use a 5-8-5 fertilizer for top dressing in Spring.

Perfect and Imperfect Varieties. Perfect flowering varieties planted alone will mature a crop of perfect fruit. Imperfect flowering varieties should have perfect varieties planted with them, at least one row for every five or six. When two varieties are used in equal amounts, they are often alternated three or four rows of each. In our price-list, perfect flowering varieties are followed by "per"—imperfect varieties by "imp."

Mulching. A mulch is applied for one or all of three reasons: First, to protect the plants from freezing and thawing of the soil in winter; second, to keep the soil cool and moist during the season when fruit is being produced; third, to keep the berries from being spattered with dirt by rain during fruiting season.

The mulch should be applied in the fall. In the spring when plants begin to start this is raked to the center of the rows and there serves the purpose of retarding the growth of weeds and grass, keeping the ground loose and moist and the fruit clean. Use coarse manure, marsh grass, rye straw or similar material.



Our Plants Have A Fine Root System.

Starting Right

Don't handicap your efforts by using plants of poor or uncertain quality. For 35 years we have been supplying the highest grade strawberry plants to growers all over the country. We believe in our plants and if we can get you started, you will believe in them. Our old customers do. Read the testimonials.

1. **Young Beds.** All of our plants are dug from young beds. We never have dug and never expect to dig plants from old beds to fill our orders.

2. **Root-system.** Our plants are grown in a light, sandy loam soil. In this type of soil any plant can develop its root-system to the fullest degree. And, having a light soil, we can dig plants without breaking off any of the great bunch of roots. With plants grown in heavier soils, the roots cannot penetrate the earth and make the root-system they do here; and, even if they could, it would not avail in giving fine plants, as plants are not removed from heavy clay soils without breaking off many of the fibrous roots, the kind necessary to start plant growth. We repeat: The root-system of our strawberry plants is never bettered, seldom equaled.

3. **Sturdiness.** Our growing season is moderately long, just long enough to secure maximum development of both roots and crowns. Constant hoeing and cultivation and the tons of manure we apply help keep them healthy and in prime growing condition. The large size, good roots, and great vitality of our plants are a form of insurance, worth in itself, the cost of the plants. You want this kind.

4. **Healthy.** Our plants are healthy and vigorous as grown in the field. Furthermore, our plants are well cleaned; the dead and decaying runners and old leaves around the stems are trimmed off, so that it would be almost impossible to transmit diseases even if they were present.

5. **Hardiness.** Our plants are hardy anywhere in the United States or Canada, wherever strawberries are grown. We know this because our plants have given and are giving excellent results in the most northern berry growing regions.

Two Of The Best

Franklin County, Pa., Feb. 10, 1921

I think that Early Premier and Chesapeake are the two of the best strawberries that grow.

J. D. Welson

6. **True-to-Name.** Characteristic of all Allen's plants—we exercise greatest care in keeping plants straight when planting. All our plants are labeled in the field when dug and the label is never taken away until they are in the fields or gardens of our customers. All plants when dug are tied in bunches of 25 each and every bunch labeled.

7. **Packing System.** Our plants are dug fresh for shipment each day. As stated before, the roots of all our plants are moistened before packing. They are packed in light, strong crates. The tops of plants are packed outside to give air and prevent possible heating. The roots inside are well packed with light, moist sphagnum moss, to keep the roots and plants fresh and moist.

8. **Service.** We want to emphasize the personal interest that goes into your plants. From the time our plants are taken to the field for our own planting to the time they are brought to our packing house for counting, bunching, labeling each bunch, dipping to moisten roots and made ready for packing, each operation is superintended by one of the Allen sons—a member of the firm. And all the packing is done by them, as well as marking the crates for shipment. It keeps us busy early and late during March and April, but we like the work and especially enjoy the many kind letters that come in telling us that our work has been well done. Good plants, courtesy, fair dealing, promptness, personal interest. Those are what we offer. May we serve you?

Best Looking Plants He Ever Saw

Burlington County, N. J., March 21, 1921

The plants arrived in good shape, the best looking lot of strawberry plants I have ever seen. They sure are fine.

Thanking you for your promptness in shipping them, I am
Wm. H. Bougher

Very Best Of Success

Hillsborough County, Fla., Feb. 8, 1921

Enclosed please find money order for \$3.00 for which please ship me 500 Missionary strawberry plants. I wish to take this opportunity of stating that I have been using your plants for a number of years. I have usually ordered with neighbors and have had the very best of success with them so far.

C. S. Falkner

Finest He Ever Planted

Christian County, Ky., April 7, 1921

I want to thank you for the fine plants you sent me, the finest I ever planted. They came April 4th. My ground was ready; I planted them the day I received them. They are O. K. Sure you may expect an order from me next year. Send me your catalog when you get out your next one.

M. V. Owens

I Believe You Want Me To Succeed

Marion County, Fla., April 22, 1921

My plants are coming along nicely now. I want to thank you for such fine plants. They are the finest ones I have gotten. Dr. Burrill, Premier, Magic Gem, are doing fine. I believe you want me to succeed. If I don't it won't be the fault of you.

M. W. McDavid

Hopes All Are Pleased As He Is

Essex County, N. J., April 27, 1921

The strawberry plants you sent me are getting along fine, in fact, so good I thought I would let you know as you no doubt are glad to hear from your pleased customers. They are the finest that I have on the place.

Hoping that all people are as pleased as I am and wishing you success, I am

John Hessberger

Plants Doing Fine

York Co., Maine, Apr. 2, 1921

I am writing you in regard to the strawberry plants. I planted them and they are doing fine. I like them very much so far. If they do as well as they are doing now they will surely satisfy me. Now if I ever want any more strawberries I shall surely remember you.

Miss Phoebe Martin

Everbearing Varieties

Everbearing strawberries can be grown wherever other varieties are grown. Any good garden soil or any field that will produce good corn or other crops will grow strawberries successfully. Everbearing plants should be planted in early spring, hoed, cultivated and fertilized just as other varieties. For best results, the blossoms should be cut off until about the middle of July or first of August.

Some of our everbearing plants, set this March or April, will bear a crop of delicious berries the first year, commencing only a few weeks after the plants are set. If the ground is rich and moist, these can be allowed to commence fruiting earlier than August 1st, so that you can have strawberries all thru the summer, as well as in the fall. Given good land, good treatment and good growing conditions, every plant of the Progressive will produce an abundance of berries during the fall. No investment you can make will give the whole family more satisfaction and pleasure than a plot of these berries.

PROGRESSIVE. The very best of all the fall-bearing varieties and has been successful wherever planted. It is the only everbearer yet found, which does well in the South. There are a few places in the North, where Peerless seems to do better, but our advice to the great majority is stand by the Progressive. It leads them all, because of its remarkable yielding qualities. The richer the land, and the more manure you apply, the more good fruit you will get. The berries are medium in size, possibly not quite so large as Peerless, but they are produced in great abundance, and the berries are simply delicious in quality. If kept closely picked, the berries are firm enough to stand shipment. The most striking feature of the Progressive, is that you will get fruit a few weeks after the plants are set and that they continue to bear until freezing weather. If you like strawberries, you will get more pleasure in a plot of Progressive Everbearing than any way you could spend an equal amount. Try some and see.

We do not recommend Everbearing varieties as a commercial proposition, but for the home garden, they are too good to be missed. Price list page 23.

Progressive is the only everbearing variety we are offering this season. Superb and Peerless are much poorer growers than Progressive. And this year one of the dryest we have ever seen, Progressive is the only one that grew. We have usually tried to grow a few Superb and Peerless for the few growers who wanted them. But the vast majority proclaim Progressive, as we do, the best of the everbearing varieties.

Every Plant Alive

Broome County, N. Y., May 6, 1921

Berry plants sent by express April 23rd, were here and all set out April 27th. Every plant is alive at this date. Fine plants.
W. H. Fairfrother

Good Service

Cuyahoga County, Ohio, March 4, 1921

I received the plants and they were fine. Thanking you for the good service, I am

Frank Steinkamp

Why He Buys Our Plants

Alleghany County, Pa., Feb. 13, 1921

I don't buy many strawberry plants, but what I do buy I want good. That is why I buy your plants.

J. W. Hodil

Did Fine

Muskingum County, Ohio, Jan. 31, 1921

Enclosed find P. O. Money Order for plants. The plants I got from you two years ago surely did fine.

Wm. Orndorff & Son.

Up To Fullest Expectations

Fulton Co., Ga., Mar. 11, 1921

The plants reached me Mar. 7th in perfect condition and measured up to my fullest expectations. Have planted them in my garden and am hoping for good returns.

W. C. Stanley

Extra Early Varieties

Campbell's Early. Probably the earliest variety we have, being a day or two ahead of Premier. A strong grower, very productive of medium size highly colored berries. Fairly good shipper, quality good. We like Premier infinitely better as an early berry, but Campbell's Early is claimed by many growers in New Jersey and parts of Delaware to be their best money maker. Until Campbell's Early has proven its worth for you, rely mainly on Premier. Price list page 23.

Early Ozark. Stands near the top as an extra early market berry, surpassed only by Premier and possibly Campbell's Early. Plants tall, dark green and absolutely healthy. Berries large, dark red in color, fairly good quality. Good shipper. Blossoms perfect. Price list page 23.

O. K.

Union County, N. J., May 5, 1921

Plants received O. K. Please accept my thanks.

W. R. Purvis

Would Buy From No One Else

Philadelphia, Pa., March 13, 1921

All our berries purchased from you have given entire satisfaction and would buy strawberries from no one else.

Mrs. J. Wilson Scott

Can Always Recommend Them

Muscogee Co., Ga., Feb. 22, 1921

Strawberry plants arrived Feb. 19th in good condition and fine plants. Thank you for care in filling my little order and for the extra postage returned. Anyone who has ever tried your strawberry plants can always recommend them.

Miss Vista King

A Good Word From S. C.

Camden Co., S. C., Dec. 5, 1920

The plants have arrived in apple pie order and seem to be all O. K. as all the plants are that I get from you and hope to get as good results with these as I have with those of the past. Thanking you for your promptness, I am

B. H. Baum

They Are

Dicking Co., Ohio, Mar. 24, 1921

If your plants are still of the same high quality and true-to-name as they always have been whenever I have ordered plants of you, I can see no reason to eliminate your O. K. plants from my patch.

Ellsworth Fay



Picking Premier Makes Them Smile.



Premier, The Best of All.

Premier

To all the good things we have previously said about Premier, we can add another strong point. We had a very late freeze in this section last year. Three fourths of the early berries of this section, Missionary and Klondyke, were killed by the frost. And a large part of the mid-season and late varieties were killed. But Premier, an early berry, so enormously productive, kept right on blossoming and made a full crop. If all our fruiting beds had been Premier we would have made twice the money we did, although our Paul Jones, McAlpin, and Big Late did fine. Premier has no weak points that we have found after growing it for 6 years. Here are some of its good points.

1. It is a vigorous grower, doing well on all types of soil.
2. The plants are enormously productive, ripening early and bearing through a long season. No variety bears more quarts per acre.
3. They are beautiful in appearance, having a uniform shape (see illustration above) and a glossy, rich red color extending clear thru the berry.
4. The berries have a bright green cap which stays green even in dry seasons. This adds to their beauty and selling price.
5. The berries are delicious in quality, equalled only by the very best ones like McAlpin, Big Late, Wm. Belt and Chesapeake.
6. They are good shippers, being firm enough to ship to distant market in good condition.
7. Premier is a fancy early berry, which makes it easier for commercial growers to get pickers at the first of the season and keep them for late varieties, than if there were less desirable early berries or none at all.
8. It seems to be almost frost proof, as indicated above.

9. The berries are of large size and hold their size well throughout their long bearing season.

10. Premier has no equal as a home garden, local market or as a shipping berry.

No variety has ever in this section jumped into popular favor as rapidly and so universally as Premier. The talk of the growers at the station was that if they could afford to grow the other early varieties at all, they could make big money with Premier, for it not only vastly outyielded all other varieties, but it topped the market in price as well.

Mr. V. J. Bosler, Macomb Co., Mich. says, "Find enclosed P. O. for \$10.00 for which please send me 1000 Premier strawberry plants. Two years ago the coming spring I got about 2000 strawberry plants of you, 500 Premier, 500 Wm. Belt and the rest of different varieties. The two first varieties did excellent and the others fairly. We sold \$280 worth of berries off the patch from the first crop and such berries people went nearly crazy. Said they never saw anything to equal it. Some of the Wm. Belt were shaped like a fan and as wide as your hand, but the Premier, they are cracker-jacks, such berries and so large and showy. When shipping time comes be sure to ship me 1000 Premier strawberry plants by express."

Mr. H. E. Gutshall, Washington, D. C. says, "The Premiers came O. K. and are fine. My Premiers of last year are bearing fine large berries and are very early."

Mr. A. G. Stevens, New Haven Co., Conn., says, "The Premier have proven the best ever with me the past season. Received as high as 40c wholesale."

Mr. Arthur F. Grace, Talbot Co., Md., says, "I purchased one hundred of the Premier plants from you two years ago and consider them the finest berry I have ever seen from every standpoint."

Miss Amanda Greenawalt, Berks Co., Pa. says, "I got plants from you two years ago and they were the finest plants I ever had, and the early Premier berry is the best cropper I ever had."

Whatever else you plant, grow some Premier. If you were not intending to set any plants this year, make room for some Premier anyway, and do it early. You will never be sorry. Price list Page 23.

\$ 500.⁰⁰ — \$

We want our customers to have the best. If there is a variety of strawberries better than Premier, we want it. We therefore offer Five Hundred dollars (500.00) in cash for twenty-five (25) plants of any unintroducted variety that is better than Premier. If none proves to be better than Premier, we will give two hundred dollars (200.00) anyway, for the twenty-five (25) plants of the best variety we receive.

The points we will consider are the vigor and healthiness of plant growth, productiveness, and the size, firmness, quality, and attractiveness of the berries.

Season of ripening will not count, except that a late variety EQUAL to Premier in all the above points will receive the \$500. prize. A variety of the same season as Premier (early), to receive the prize money must be equal to Premier in all the points above and superior to it in at least one.

Other things being equal, a variety with perfect blossoms will be given the preference.

The members of the W. F. Allen Co. are to be the final judges in this contest.

Every plant grown from the new varieties sent us will be destroyed unless it takes a prize or other arrangements satisfactory to the sender are made.



Missionary, A Very Popular Shipping Berry

Medium Early Varieties

Dr. Burrill. We are still listing this variety separate, but our observation for several years is that it is just the same as Senator Dunlap. A very vigorous grower and heavy cropper. Berries medium size. Fairly good shipper. Excellent for canning and fine for table use. Perfect blossoms. Good pollenizer. Price list page 23.

Early Jersey Giant. A very large medium early berry of highest quality. Conical in shape, deep red in color. Large green caps which make fruit very attractive. Blossoms perfect. Berries large and firm and delicious in quality. Good for fancy trade. Price list page 23.

Howard No. -17. After fruiting this the past season we pronounce it to be the same as Premier. If there is any difference it was so slight that we could not detect it. Long before we fruited it, the foliage and habit of growth was so like Premier that we thought then it must be the same. This year, with the late freeze cutting the yield severely on all other varieties, our Howard 17, like the Premier, came through with a full crop. We picked and packed them together and they were identical as to yield, size, quality, season of ripening, and other points.

Our stock of this variety is from the introducers stock, so we are sure we have it straight. Read our description of Premier—that fits Howard 17 as it was with us last year, the first time we have fruited it. We shall keep our stock separate from Premier so those who want to try both can do so. Whether different or the same, you can't go wrong in planting either Premier or Howard No. 17. As early berries no other variety on the market can compare with them. Price list page 23.

Klondyke. The leading market berry of the Southern States. The reasons it is so liked are many. The plant is a vigorous grower and quite healthy. It bears a good crop and the berries are medium too large in size, ripen evenly all over and are rather light in color and most important of all, are firm enough to ship hundreds of miles and still go in market in perfect condition. Not a home-garden, or local market berry, but one of the best for shipping.

Missionary. A good standard market berry for many sections of the South. It is the very best variety for Florida. The fancy berries which we see on the Northern markets in the winter months, selling for 50c and more per quart are Florida Missionaries. It will produce a crop with as little moisture as any variety we know of. The blossoms are perfect and the berries are handsome in appearance.

Florida and Gulf Coast growers should buy our healthy, vigorous plants in February or March to grow their stock plants from for early fall planting. There are no better plants than ours for this purpose.

SENATOR DUNLAP. (Dr. Burrill). A universally good berry. Does well on any type of soil, in any locality. Plants rather small, but they have long fibrous roots which makes them good drought resisters. Berries medium to large in size, bright rich red clear through and of fine quality. Blossoms perfect. A strong pollenizer, making it one of the best to plant with such varieties as Haverland, Paul Jones and Warfield. For the inexperienced grower, Dunlap is safe. For the experienced grower Dunlap is one of the best, if not the very best, medium early variety. It has been tried and found worthy.

Twilley. Vigorous grower, healthy foliage, blossoms perfect, berries long, light in color, with large bright green caps, making them very attractive. Quality good. Larger than Klondyke, more productive, and just as good a shipper.

Why Our Business Grows

Brooke Co., W. Va., Apr. 11, 1921

My order of 12,500 plants arrived in splendid condition. I was so well pleased with same I am sending you another order.

Chas. Agnew

Best Out Of Many

Chester County, Pa., Feb. 28, 1921

Please find enclosed postal order for \$30.00 for plants. I ordered some from you two years ago, and they were the best I ever received and I have planted many a thousand of them.

H. J. Gawthrop

Good Success With Them

Jefferson Co., Ohio, Apr. 14, 1921

As I have mislaid your catalog and price-list I am sending you check for \$5.00 for which please send me a good collection of strawberries to that amount. Have received plants from you before and had good success with them.

F. P. Robb



Haverland.

Mid-Season Varieties

Big Joe (Joe Johnson) (Joe). One of the very best main crop midseason berries. The berries are very large, having a handsome bright green cap, which makes them very attractive. The quality is simply fine so that they make an ideal home garden or fancy local market berry. And they are firm enough for shipping purposes under good conditions. Big Joe is a vigorous grower, making a large healthy looking plant, which produces an abundance of fancy berries. The blossoms are very large and strong and chock full of pollen. This makes Big Joe ideal to plant with some of the enormously productive imperfect flowering varieties like Paul Jones, Big Late, or Sample. Big Joe is a good friend of the berry grower. Price list page 23.

Ekey. (O. I. C.) A vigorous growing variety that you can depend on to give a big crop. The berries resemble in shape Haverland and Paul Jones, and is a good variety to plant with them. The berries are of good quality, and firm enough to ship, and the large bright green caps make it very attractive in appearance. We have used Ekey, planted with Paul Jones in our fruiting patches. We recommend them both.

Glen Mary. In the Middle and Northern States where Glen Mary is at its best, probably no variety of strawberries will produce more quarts per acre. The berries are large, firm enough to ship, of handsome appearance and good quality. Glen Mary is a strong grower and produces an abundance of foliage. The blossoms are about half perfect, but carry enough pollen for their own fruit. However, we believe the size and quality of the berries can be increased by planting in a few rows of some strong pollenizer, as Big Joe or Ekey. Price list page 23.

Gold Mine. Produces an abundance of strong, healthy foliage. The plants are very productive and the berries are beauties. They are large, bright red in color, with a handsome bright green cap, which makes them very attractive. The quality is very good. The fruit is similar to Big Joe in many ways. We have quite a few of them this year and they were one of our best money-makers, mostly because of their productiveness and the high price which they commanded.

Haverland. A very popular standard. This fruit is of large size, rather light in color and firm enough to stand shipment in good shape. Blossoms are imperfect and exceedingly hardy, making it very desirable where late frosts are likely. Dunlap, Big Joe, Ekey and Magic Gem are all good to pollenize Haverland. The plants should be well mulched, as the fruit stems are not able to hold the immense loads of berries off the ground. Haverland becomes very popular in certain sections that are especially adapted to it. It is an old one that has stood the acid test of time.

Paul Jones. With the possible exception of Premier, which it equals in productiveness, Paul Jones is the most productive berry we have ever seen. It is a very vigorous grower which makes plenty of plants for a good fruiting bed. On all kinds of land, Paul Jones will lead in productiveness. It responds to fertile soil and manure, but will yield heavily on light soil without these when it is not too dry, and even stands drought as well as any variety we know of.

The berries are long and conical in shape, resembling Haverland, but they have a darker richer color than Haverland and are more attractive in appearance. The berries are above medium in size, ripen evenly all over of good quality and are good shippers. They will grow anywhere, and they certainly do produce the fruit. The blossoms are imperfect and should be planted with Big Joe, Gold Mine, Dunlap, or Ekey. Where a large quantity of medium size, good looking, good quality berries is wanted Paul Jones heads the list. Price list page 23.

Lost 3 Out Of 3000 In California

Los Angeles Co., Calif., May 5, 1921

The 3000 Progressive strawberry plants shipped me last February reached me after a trip of 15 days transit, but I lost only 3 plants. Some of them now measure 14 inches across the top; all doing fine. Will not let them bloom until June 20th. The neighbors are taking notice. Will need a few plants next February. Would appreciate a new catalog as soon as printed. I have given mine to my neighbor. Thanking you for past favors, I am

Leslie Ellis

Tennessee Prolific. Berries medium size and light in color. Flesh fine grained and of good quality. Fairly good shipper. Very productive. Good pollinizer. Price list page 23.

Warfield. Very popular for canning on account of its rich flesh and high color. It is a vigorous grower and persistent plant maker. If not allowed to get too thick it will produce a great crop of medium-sized, highly flavored and highly colored berries. Blossoms imperfect. Plant with Dunlap, Big Joe, Ekey or Magic Gem or Gold Mine. Price list page 23.

Late Varieties

Aroma. The leading fancy market berry in many sections. Vigorous grower, very productive. Fine quality. Berries large, rich in color, and a handsome bright green cap increases the beauty and selling price of the berries. The berries are very firm and will carry to market in excellent condition. Blossoms perfect. Good to plant with Sample, Fendall and Kellogg's Prize. Aroma has made many a dollar for those who grow it. Price list page 23.

Big Late. Ranks at the top with Premier and Paul Jones in productiveness. It is a very vigorous grower and persistent producer. The great crop of berries averages large in size. They are shaped somewhat like Aroma and resemble somewhat that handsome berry. Big Late is the glossiest berry we have with prominent seeds like the Chesapeake. In quality it ranks with McAlpin, Chesapeake and Wm. Belt, at the top. We unhesitatingly recommend Big Late as one of the best late berries grown. Blossoms imperfect. We have it fruited with McAlpin with excellent results. Big Joe, Ekey, Magic Gem are O. K. as pollinizers for this fine berry.

Chesapeake. The standard of excellence, by which most other fancy berries are compared. With fair growing conditions, just about enough plants are produced for a good fruiting bed, so that you are at no expense in thinning the plants. The foliage is very strong and healthy. The plants are very strong and robust and have very long roots, which make it one of the best

As Fine As He Ever Saw

Northumberland Co., Va.

I wish to say plants received in as fine condition as I ever saw. Accept my thanks for your prompt delivery.

S. T. Collins



Chesapeake—None Better.

drought resisters. Berries are uniformly large, with prominent yellow seeds and an attractive bright green cap, altogether, making Chesapeake one of the most beautiful and attractive berries in the package that we have ever seen.

The berries are unexcelled in quality. The plants set a good crop and every blossom matures a berry, the last ones being just as large as the first. The flesh is very firm in texture and the berries will keep for many days in excellent condition, so that altogether it is an ideal berry for home use, for local market, or for distant shipment. One of the most valuable features of the Chesapeake, especially in the North, is that the blossoms don't start out until quite late, which makes it practically frost-proof. Try as we would we have rarely been able to grow enough Chesapeake to supply the demand. Despite of the fact that the plants will never be cheap, as compared with other varieties because they do not make plants freely, those who know Chesapeake will have it. Where it grows well, no other variety can replace it. Price list page 23.

Gandy. One of the best known of all strawberries. For best results, it should be planted in black swamp land, or in springy land with some clay in its makeup. Never plant Gandy in dry, sandy soil. Gandy has been and still is a great favorite on the market. It is not a heavy producer, but the berries it does produce are uniformly large in size, brilliant in color and have a large, bright green cap, which makes the berries very beautiful and attractive. We noticed in some of the Northern markets, Gandy quoted at 25c. to 40c. per quart wholesale, nearly all season, bringing more than almost any other varieties quoted. This fact is going to make a big demand for Gandy, and if you want some of this variety, get your order placed early.

All Have Done Fine

Washington Co., Md., Mar. 11, 1921

Enclosed find my order for \$20.00. All plants bought of you have done fine.

Geo. W. Kaetzel

Has Not Lost A Single Plant

Darke Co., Ohio, May 17, 1921

Enclosed find check for strawberry plants sent us April 8, 1921. They were surely a fine lot of plants and came through in fine shape, and we have been having ideal weather since setting them out. I have not lost a single plant yet. Please accept thanks for prompt shipment.

Geo. W. Baughman



Big Late—Great For Quality and Quantity.



Wm. Belt, Unsurpassed in Quality.

Gibson. Berries large. Beautiful dark red in color. One of the most productive. Bears through a long season. Blossoms perfect. We believe this to be the same as Parson's Beauty. Price list page 23.

Kellogg's Prize. The berries are large and beautifully formed. They are firm in texture, which makes them good for shipping. Kellogg's Prize is one of the most productive very late varieties we have ever seen and it holds to size well until the end of the season. We believe it is fully as good as Sample, but a little larger, a little more productive and considerably later. Those who know and like Sample will do well to include some Kellogg's Prize to extend their season. The blossoms are imperfect and should be planted with some variety like McAlpin, Wm. Belt or Gandy. Price list page 23.

Lupton. One of the largest and most handsome berries we have ever seen. The plant is a vigorous grower and produces strong, healthy foliage. They are very productive, and as stated above, the berries are beautiful—they are uniformly large, bright red in color, with a large green cap which makes them doubly attractive. The quality is poor, but the berries are firm and will carry as well as any variety we have ever seen, not even excepting Klondyke and Twilley. On the large markets the appearance of berries is more important than quality—this being true, we believe the Lupton, by reason of its large size, handsome appearance, and excellent shipping qualities, is destined to be one of the best money-making strawberries on our list. Lupton is often mistaken for Chesapeake, and in wholesale markets where quality counts for little, will sell with Chesapeake. It is easier to grow and will yield more quarts per acre than Chesapeake. For growers who ship fancy large berries, Lupton is worth a thorough trial. Price list page 23.

Magic Gem. A vigorous grower with leaves and stems very thick and tough, which makes it most resistant to insects and diseases. The berries are borne in great abundance and are very large in size, with a large, green cap and bright yellow seeds, making them very attractive. On good land Magic Gem will bear through a very long season, extending the season until most other varieties are gone.

McAlpin. A very vigorous grower that will do well on light poor land, but also responds wonderfully to richer land and greater fertility. Will grow anywhere. The berries are medium to large in size, brilliant scarlet in color and unexcelled in

O. K. To Texas

Cherokee Co., Tex., Mar. 28, 1921

I received plants O. K. today in fine shape. Thanks.

John C. Bender

quality. After a heavy rain during picking time the McAlpin will have less sand and dirt on the berries than any variety we know. This is important, especially where mulching materials are scarce and high priced. Its excellent quality makes McAlpin a good one for the home or local market. It is also an excellent shipper, bringing top market prices. Beautiful in appearance, very productive and unsurpassed in quality. McAlpin planted with Big Late, makes a dandy combination and one that has made money for us the last few years. For vigor, quality, productiveness and all around merit, McAlpin is hard to beat.

Parson's Beauty. Same description as for Gibson. Both varieties produce a great quantity of berries that are dark in color and part easily from the cap. This fact, and their rich dark red color make them fine for canning and preserving. Price list page 23.

Sample. The berries are a perfect strawberry type, bright red in color, uniformly large in size, delicious in flavor and very attractive in appearance. It is very productive and firm enough to ship. Blossoms imperfect. Plant with it Aroma, Big Joe, or Magic Gem. It is a very hardy variety, making it especially popular in the Northern States. Sample has stood the acid test of time and found to be pure gold. Price list page 23.

Steven's Late Champion. A vigorous grower and quite productive of large, bright red berries of good quality. Ripens very late, blooms late in the season which makes it almost immune to late frosts. Very popular in New England and the Middle and Northern States. Price list page 23.

Wm. Belt. For a long time Wm. Belt was the standard of quality—now it shares honors with the Chesapeake and McAlpin. Wm. Belt berries are large in size and somewhat irregular in shape. This variety is indispensable and it takes the lead whenever quality is an important consideration. Wm. Belt is at its best in the Middle and Northern States, and in many sections it is the only variety wanted for home use or nearby market. The berries are large and of a bright, glossy color. When once tasted, these berries will sell themselves. Our plants of this variety are fine, and we believe those in the market who want something of highest quality for home use, or local market can do no better than to plant some of our Wm. Belt. Price list page 23.

Important

The plant crop is very short this year on account of the continued dry weather this summer. This condition is general in all the plant producing sections. Here in Maryland the plant crop and fruiting patches as well are not over 50 per cent as good as last year. We have reports from Michigan, Kansas, Tennessee and other plant sections that 50%-60% is a good estimate.

Now strawberries have been the only crop we know of that has paid well for the last several years without a single bad year. This is bound to be reflected in an enormous demand for plants. It is true in our own correspondence this summer that there has been the greatest inquiry for strawberry plants for fall and spring delivery—that we have ever known.

This fact, coupled with the short crop of plants, makes it imperative that you get your order in early to be sure of getting the varieties you want, or possibly getting even your second or third choice. Order early—we will hold the plants until planting time.

Our Prices

We had hoped to make a sweeping reduction in prices this year, but owing to the excessively dry weather, not only here, but all over the country, the situation does not justify it. In our own fields the cost of production per acre was considerably less than last year, but very much more per 1000 plants. The dry weather has prevented the beds from matting thickly. It would be money in our pockets this season with our narrow beds

to let all of them fruit, but we are in the plant business to stay, and we expect to take care of our customers to the extent of digging every young bed we have of each variety as ordered. In spite of these conditions we have made substantial reductions in the price of several leading varieties; on Klondyke and Missionary, the great Southern shipping berries; on Dunlap (Dr. Burrill), the most popular berry in many sections of the North; on Chesapeake the standard of excellence for fancy berries on Aroma and Gandy, the fancy late berries and on Premier (Howard No. 17), the greatest of them all.

Our prices are fair. They are not low, neither is the quality of our plants and service. A fair price for good plants is a sound investment.

Price List of Strawberry Plants

Page Per 1,000

EVERBEARING

12—Progressive (Per)....\$15.00

EXTRA EARLY

13—Campbell's Early (Per)

.....\$ 8.00

13—Early Ozark (Per).. 8.00

14—Premier (Per)..... 8.00

MEDIUM EARLY

16—Dr. Burrill (Per)....\$ 5.00

16—Early Jersey Giant (Per)

..... 8.00

16—Howard No. 17 (Per) 8.00

16—Klondyke (Per)..... 5.00

17—Missionary (Per).... 5.00

17—Senator Dunlap (Per) 5.00

17—Twilley (Per)..... 8.00

MIDSEASON

18—Big Joe (Per).....\$ 8.00

18—Ekey (Per)..... 8.00

18—Glen Mary (Per)....10.00

Varieties priced at following amounts per thousand will be sold in smaller quantities as follows:

	\$5.00 per 1,000	\$6.00 per 1,000	\$8.00 per 1,000	\$10.00 per 1,000	\$15.00 per 1,000
25 plants	\$.30	\$.40	\$.50	\$.60	\$.70
50 plants .....	.50	.60	.80	.90	1.30
75 plants .....	.70	.80	1.05	1.25	1.90
100 plants .....	.90	1.00	1.30	1.60	2.50
150 plants	1.15	1.30	1.65	2.05	3.20
200 plants	1.40	1.60	2.00	2.50	3.90
250 plants	1.60	1.90	2.35	2.95	4.50
300 plants	1.80	2.15	2.70	3.40	5.10
350 plants	2.00	2.30	3.05	3.80	5.70
400 plants	2.20	2.60	3.40	4.20	6.30
450 plants	2.35	2.80	3.70	4.60	6.90
500 plants	2.50	3.00	4.00	5.00	7.50
1000 plants	5.00	6.00	8.00	10.00	15.00

HOW TO SHIP. All plants should be shipped by express or parcel post.

Parcel Post Shipments. As a general rule, over 20 pounds, or 500 plants will go cheaper by express than by mail. Strawberry plants, packed for shipment weight approximately 4 pounds per hundred. After making up your order, you can easily calculate the approximate weight, then ask your postmaster which zone from your postoffice, Salisbury, Maryland, is in. With the zone rate published below, you can easily calculate the amount of postage to send. Be sure to send postage enough. If you should send more than is required, the excess will be returned. If sufficient amount to pay parcel post charges are not sent with the order the plants will be sent by express collect, or by parcel post, c. o. d. for the amount of postage, as we cannot keep accounts and send bills for small items of postage.

Zone.	1st Pound.	Additional Pound.
1st	5 cts.....	1 ct. for each or fraction
2d	5 cts.....	1 ct. for each or fraction
3d	6 cts.....	2 cts. for each or fraction
4th	7 cts.....	4 cts. for each or fraction
5th	8 cts.....	6 cts. for each or fraction
6th	9 cts.....	8 cts. for each or fraction
7th	11 cts.....	10 cts. for each or fraction
8th	12 cts.....	12 cts. for each or fraction

Splendid Plants, Well Packed

District of Columbia, Apr. 5, 1921

The strawberry plants came in excellent condition and were splendid plants, well packed. I am very much pleased with your service. Thank you.

Chas. Melvin Neff





Big Joe



Paul Jones

The W.F. ALLEN CO.
SALISBURY, MARYLAND.